Joseph Serino Michael A. Cohen Kirkland & Ellis LLP 601 Lexington Avenue New York, New York 10022 Telephone: (212) 446-4800 Facsimile: (212) 446-4900

- and-

Tiffany Strelow Cobb (admitted *pro hac vice*) VORYS, SATER, SEYMOUR AND PEASE LLP 52 East Gay Street Columbus, Ohio 43215

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Attorneys for AOL Inc. f/k/a AOL LLC

# UNITED STATES BANKRUPTCY COURT SOUTHERN DISTRICT OF NEW YORK

In re:	)
	) Chapter 11
Delphi Corporation, et al.,	)
	) Case No. 05-44481 (RDD)
Debtor.	) (Jointly Administered)
	)

### **DECLARATION OF MARA PERRONE BOWATER**

- I, Mara Perrone Bowater, declare and state as follows:
- 1. I am currently the Director of Revenue Accounting at AOL Inc., f/k/a AOL LLC ("AOL"). I have held this position since July, 2007. My current duties include ensuring the financials are accurately stated for Subscription Revenue and other revenue streams that are processed via electronic payment and the management of corresponding balance sheet items, which would include receivables.

- 2. I was hired as an Accountant by AOL on March 25, 1996.
- 3. As Director of Revenue Accounting, I am familiar with the AOL- Delphi Affinity Program, which operated from approximately June 2001 through December 31, 2007.
- 4. The AOL-Delphi Affinity Program and its corresponding billing was governed by that certain Confidential Partner Marketing Agreement between AOL and Delphi Automotive Systems LLC dated May 5, 2005 (the "Partner Agreement"), Confidential Partner Marketing Agreement between AOL and Delphi Automotive Systems LLC dated June 22, 2001, and AOL Delphi Retiree Offer Agreement between Delphi Automotive Systems LLC and AOL dated May 5, 2005, (the "Agreement" or "AOL-Delphi Agreements"). Exhibits A, B and C to this Declaration are true and accurate copies of these AOL-Delphi Agreements, respectively.
- 5. The AOL-Delphi Affinity Program enabled Delphi to procure AOL services for its employees and retirees (collectively "the Participants") at a discounted rate.
- 6. Under the terms of the AOL-Delphi Agreements, billing for AOL service was done in two parts: each month AOL invoiced Delphi for its share of the price for each eligible Participant (approximately \$7.00 per month from June 2001 to July 2005 and \$4.25 per month from August 2005 to December 31, 2007) and then direct billed each eligible Participant for the employee portion of the price (approximately \$5.00 per month).
- AOL's Accounting Department generated and sent the monthly invoices to
   Delphi. AOL's Billing Operations handled the direct billing to the individual Delphi employees.
- 8. To facilitate billing, for its internal use, AOL maintains a system of price index codes ("PI Code"). Each AOL internet services account receives a PI Code reflecting the monthly charge for such account.

- 9. Consistent with this system, AOL assigned one of a number of Delphi-specific PI Codes to each employee or retiree's account. For a given account, these Delphi PI Codes determined the amount of the employee portion and Delphi portion for which AOL charged the employees and Delphi, respectively.
- 10. Billing Operations handled the direct billing to the individual Delphi employees, e.g. \$5.00 per month, using a report that was run monthly showing every AOL customer who was tied to the Delphi price index (the special rate that was given to Delphi employees under the Agreement). Accounting would then generate matching invoices based on reporting to invoice the Delphi portion.
- 11. Under the AOL-Delphi Affinity Program, Participants benefited by receiving AOL service by paying the \$5.00 employee portion per month, as opposed to AOL's published retail rates, which often exceeded \$20.00 per month during the period covered by the Agreement.
- 12. Billing Operations moved Participants on and off the Delphi price indexes monthly as required by the terms of the Agreements.
- associated with higher retail PI Codes. So, while AOL increased customer volume from the AOL-Delphi Affinity Program, for every Participant who was moved off the AOL-Delphi Affinity Program (due to ineligibility or otherwise) and placed onto a higher retail PI Code, the greater the revenue to AOL. Accordingly, AOL had every economic incentive to ensure that ineligible Participants were removed from the Delphi PI Code and placed onto the higher retail PI Code as contemplated under the Agreement.
- 14. During the course of the AOL-Delphi Affinity Program, Delphi paid every monthly invoice it received from AOL from the inception of the Program in June 2001 through

May, 2005, and then every invoice (except the April 18, 2006 invoice) for the time period from January 2006 through February 2007.

- 15. Exhibit D contains true and accurate copies of each invoice that AOL sent to Delphi but which Delphi failed to pay under the AOL-Delphi Affinity Program.
- 16. At the end of 2006, AOL's collections team tried to reach the Delphi contacts for a couple of months regarding outstanding post-petition invoices, with no response. It was not until after AOL's counsel contacted Debtors' counsel for assistance in obtaining payment of the then-outstanding April 2006 post-petition invoice, that Delphi for the first time sought to challenge AOL invoicing.
- 17. On August 2, 2006, AOL announced that AOL's software and e-mail as well as various other products would be made available for free to broadband users in a move to enhance the growth of its online advertising business. Based on the AOL books and records, as of December 2007, AOL's paying membership declined by a total of 46 percent as a result of the announcement to provide free access. Due to this high percentage of customers migrating from a paid access to free access, AOL spent significant time from and after August 2006 through 2007 changing applicable PI Codes and making appropriate pricing adjustments for all affected customers, including, but not limited to Delphi Participants.
- 18. Subsequently, in June 2007, AOL issued a credit memo, resulting in a net credit to Delphi of \$66,096 (the "Credit Memo"). While the Credit Memo covered the period of January 2006 through January 2007, the credits owed to Delphi occurred for the billing months of November 2006 through January 2007 alone; for the earlier months of January 2006 through October 2006, the billing adjustments in the Credit Memo result in a positive amount due to AOL. Exhibit E is a true and accurate copy of the Credit Memo and supporting detail. The

05-44481-rdd Doc 20602 Filed 09/17/10 Entered 09/17/10 20:32:07 Main Document Pg 5 of 30

impetus for the Credit Memo was a discovered error in the interpretation of AOL reporting. The

error was pinpointed to the period covered by the Credit Memo, and the Credit Memo corrected

the interpretation errors.

19. Based on my review of AOL's books and records, including the Credit Memo, the

total number of Participants reflected on the invoices for the Delphi Portion is actually less than

the total number of AOL customers billed the corresponding Employee Portion under applicable

Delphi PI Codes for the same months.

I declare under penalty of perjury that the statements contained in this declaration are true

and correct.

Dated this 17<sup>th</sup> day of September, 2010.

/s/ Mara Perrone Bowater

Mara Perrone Bowater

-5-

### EXHIBIT A

Due to the commercially sensitive nature of the information contained in the Agreement, copies will be provided to the Debtors and the Court but will not be filed or served on other Notice Parties.

### EXHIBIT B

Due to the commercially sensitive nature of the information contained in the Agreement, copies will be provided to the Debtors and the Court but will not be filed or served on other Notice PARTIES.

### EXHIBIT C

Due to the commercially sensitive nature of the information contained in the Agreement, copies will be provided to the Debtors and the Court but will not be filed or served on other Notice Parties.



## INVOIDE ...

Invoice Number

182340

**Delphi Automotive Systems** Attn: IS&S Purchasing 1441 W. Long Lake Road Mail Code 480-415-328 Troy, Mi 48098



Invoice Covers: April 1 10:00 AM - May 1 9:59:59 AM

Customer ID	Payment Terms	Par	70.1	
15527	Net 30	Pag	je i	
AOL Accounts		Accounts	Rate	Total
Less Prior Months C	nts Active as of Bill Cycle Date ancels as of Bill Cycle Date istrations as of Bill Cycle Date	25,998 (130) 115		
To	otal Accounts Active as of Bill Cycle Date	25,983 @	\$7.00	\$181,881.00
•	Payment Due for Active Accounts to	o AOL		\$ 181,881.00

Remittance address:

VIa Regular Mail	Via Overnight Courier	_
America Online, Inc. Attn: Accounts Receivable General Post Office P.O. Box 5696 New York, NY 10087-5696	Chase Manhattan Bank 55 Water Street Lockbox Dept. Rm. # 413 New York, NY 10041 Lockbox # 5696	

Please detach here and return this portion with your payment.

Contract Number

Delphi Automotive Systems Attn: IS&S Purchasing 1441 W. Long Lake Road Mail Code 480-415-328 Troy, MI 48098 Customer ID: 7739

invoice Number

AR Cat: 8002

Invoice Date

05/17/05

Total Amount Due

AMERICA ONLINE, Inc. **General Post Office** PO Box 5696 New York, NY 10087-5696

**EXHIBIT** 



### INVOIGE:

Invoice Number

184529

**Delphi Automotive Systems** Attn: IS&S Purchasing 1441 W. Long Lake Road Mail Code 480-415-328 Troy, MI 48098



Invoice Covers: May 1 10:00 AM - June 1 9:59:59 AM

Customer ID	Payment Terms		age 1	
15527	Net 30	<u> </u>	age i	
AOL Accounts		Accounts	Rate.	Total
Less Prior Months	unts Active as of Bill Cycle Date Cancels as of Bill Cycle Date gistrations as of Bill Cycle Date	25,983 (147) 84		
ד	otal Accounts Active as of Bill Cycle Date	25,920	<b>2</b> \$7.00	\$ 181,440.00
	Payment Due for Active Accounts to	AOL		\$ 181,440.00

Remittance address:

Via Regular Mail	Via Overnight Courier
America Online, Inc.	Chase Manhattan Bank
Attn: Accounts Receivable	55 Water Street
General Post Office	Lockbox Dept. Rm. # 413
P.O. Box 5696	New York, NY 10041
New York, NY 10087-5696	Lockbox # 5696

Please detach here and return this portion with your payment. Delphi Automotive Systems Attn: IS&S Purchasing Contract Number 27:24 1441 W. Long Lake Road Mail Code 480-415-328 Invoice Number Troy, MI 48098 Customer ID: 7739 AR Cat: 8002 Invoice Date AMERICA ONLINE, Inc. **Total Amount Due** 

**General Post Office** PO Box 5696 New York, NY 10087-5696



### E(3)(Q)(VI)

Invoice Number

186108

**Delphi Automotive Systems** Attn: IS&S Purchasing 1441 W. Long Lake Road Mail Code 480-415-328 Troy, Mi 48098



Invoice Covers: June 1 10:00 AM - July 1 9:59:59 AM

Customer ID	Payment Terms		Page 1	
15527	Net 30			
AOL Accounts		Accounts	Rate	Total
Less Prior Months	ounts Active as of Bill Cycle Date s Cancels as of Bill Cycle Date egistrations as of Bill Cycle Date	25,920 (128) 83	· X	
	Total Accounts Active as of Bill Cycle Date	25,875	@ \$7.00	\$ 181,125.00
	Payment Due for Active Accounts to	AOL		<b>\$</b> 181,125.00

#### Remittance address:

Via Overnight Courier
Chase Manhattan Bank 55 Water Street
Lockbox Dept. Rm. #413
New York, NY 10041 Lockbox # 5696

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Delphi Automotive Systems Attn: IS&S Purchasing 1441 W. Long Lake Road Mail Code 480-415-328 Troy, MI 48098 Customer ID: 7739

AR Cat: 8002

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AMERICA ONLINE, Inc. **General Post Office** PO Box 5696

Invoice Date

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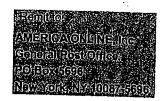


### LINVOIGE

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188647

**Delphi Automotive Systems** Attn: IS&S Purchasing 1441 W. Long Lake Road Mail Code 480-415-328 Troy, MI 48098



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Customer ID	Payment Terms		Page 1	
15527	Net 30		age i	
AOL Accounts		Accounts	Rate	Total
Less Prior Mont	ccounts Active as of Bill Cycle Date ins Cancels as of Bill Cycle Date Registrations as of Bill Cycle Date	25,875 (120) 83	•	-
	Total Accounts Active as of Bill Cycle Date	25,838	@ \$7.00	\$ 180,866.00
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	Payment Due for Active Accounts to	AOL	*a* 	\$ 180,866.00

Remittance address:

Via Regular Mail	Via Overnight Courier
America Online, Inc.	Chase Manhattan Bank
Attn: Accounts Receivable	55 Water Street
General Post Office	Lockbox Dept. Rm. # 413
P.O. Box 5696	New York, NY 10041
New York, NY 10087-5696	Lockbox # 5696

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Delphi Automotive Systems Attn: IS&S Purchasing 1441 W. Long Lake Road Mail Code 480-415-328 Troy, MI 48098 Customer ID: 7739 AR Cat: 8002

Contract Number 258424 Invoice Number Invoice Date **Total Amount Due** \$7460486600

AMERICA ONLINE, Inc. **General Post Office** PO Box 5696

New York, NY 10087-5696



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Invoice Number

188648

Delphi Automotive Systems Attn: IS&S Purchasing 1441 W. Long Lake Road Mail Code 480-415-328 Troy, MI 48098



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15527	Net 30		<u> </u>	
AOL Accounts		Accounts	Rate	Total
Less Prior Month	ounts Active as of Bill Cycle Date s Cancels as of Bill Cycle Date Registrations as of Bill Cycle Date	25,838 (133) 99		•
	Total Accounts Active as of Bill Cycle Date	25,804	@ \$4.25	\$ 109,667.00
	Payment Due for Active Accounts to	AOL	•	\$ 109,667.00

#### Remittance address:

Via Overnight Courier
Chase Manhattan Bank
55 Water Street
Lockbox Dept. Rm. #413
New York, NY 10041
Lockbox # 5696

Please detach here and return this portion with your payment. Delphi Automotive Systems Attn: IS&S Purchasing Contract Number 25:44 1441 W. Long Lake Road Mail Code 480-415-328 Invoice Number Troy, MI 48098 Customer ID: 7739 AR Cat: 8002 invoice Date AMERICA ONLINE, Inc. **Total Amount Due** 1 19310016077.1800 **General Post Office** PO Box 5696 New York, NY 10087-5696

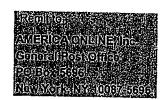


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Invoice Number

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Delphi Automotive Systems Attn: Kevin Finan, IT Purchasing 5820 Delphi Drive Mail Code 480-405-2325 Troy, MI 48098



Invoice Covers: Sept 1 10:00 AM - Oct 1 9:59:59 AM

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To	otal Accounts Active as of Bill Cycle Date	25,764	@ \$4.25	\$ 109,497.00
	Payment Due for Active Accounts to	o AOL		\$ 109,497.00

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New York, NY 10087-5696

Via Regular Mail	Via Overnight Courier
America Online, Inc.	Chase Manhattan Bank
Attn: Accounts Receivable	55 Water Street
General Post Office	Lockbox Dept. Rm. # 413
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New York, NY 10087-5696	Lockbox # 5696

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Delphi Automotive Systems Attn: Kevin Finan, IT Purchasing 5820 Delphi Drive Mail Code 480-405-232 Troy, MI 48098



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	Total Accounts Active as of Bill Cycle Date	25,702	@ \$4.25	\$ 109,233.50
	Payment Due for Active Accounts to A	AOL	£ ·	\$ 109,233.50

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America Online, Inc.	Chase Manhattan Bank
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New York, NY 10087-5696	Lockbox # 5696

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Delphi Automotive Systems
Attn: Kevin Finan, IT Purchasing

Contract Number

Attn: Kevin Finan, IT Purchasing 5820 Delphi Drive Mail Code 480-405-232

Troy, MI 48098 Customer ID: 7739

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AOL LLC General Post Office PO Box 5696 New York, NY 10087-5696







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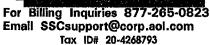
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DELPHI
ATTN: EVELYN JESTER
5725 DELPHI DRIVE
MAIL CODE 483-400-606

TROY

MI 48098

Customer ID:000015527

AR Cat: 8002

AOL LLC General Post Office PO Box 5696 New York, NY 10087-5696







**DELPHI** 

ATTN: EVELYN JESTER 5725 DELPHI DRIVE MAIL CODE 483-400-606

TROY

MI 48098

Invoice Number 201/16/2008

Contract Number

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ATTN: EVELYN JESTER 5725 DELPHI DRIVE MAIL CODE 483-400-606 TROY

MI 48098

Customer ID:000015527

AR Cat: 8002

AOL LLC General Post Office PO Box 5696 New York, NY 10087-5696







**DELPHI** 

ATTN: EVELYN JESTER 5725 DELPHI DRIVE MAIL CODE 483-400-606

**TROY** 

MI 48098

Invoice Number

Invoice Date

Contract Number

GROSS AMOUNT: 31,982.00  AOL Accounts Invoice Covers:Nov 1 10:00 AM- Dec 1 9:59:59AM as of Bill Cycle Prior Months Accounts Active - 7,963 Less Prior Months Registrations 12 Total Accounts Active - 7,504 @ \$4.25 Payment Due for Active Accounts - \$31,892.00 DELPHI 11708 JS IBB NET AMOUNT: 31,982.00	Customer ID	Payment Terms		PAGE:	1
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ATTN: EVELYN JESTER 5725 DELPHI DRIVE MAIL CODE 483-400-606

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MI 48098

Customer ID:000015527

AR Cat: 8002

AOL LLC General Post Office PO Box 5696 New York, NY 10087-5696







**DELPHI** 

ATTN: EVELYN JESTER 5725 DELPHI DRIVE MAIL CODE 483-400-606

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MI 48098

Invoice Date

Contract Number

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TROY

MI 48098

Customer ID:000015527

AR Cat: 8002

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FIC: View Invoice

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A/R Invoice Search > A/R Invoice Results



DUPLICATE

Por Billing inguldes: (703) 268-2435 5-mail: Affinguity@aol.com Tax 10#: 84-1322416



**DELPHI** ATTN: EVELYN JESTER **5725 DELPHI DRIVE** MAIL CODE 483-400-606 TROY, MI 48098

Involce Number:	909254
Invoice Date:	06/26/2007
Contract Number:	0

Customer ID: 155	527	Pa	yment Terms: NET 30
	Description		Amount
OTHER/MISC	Credit Total amount: \$66,096.00 (Consolidated Credit Memo for the net amount of the overbilling). Total Impact to revenue (\$5,873.50). AOL invoices Delphi monthly for subsidies on Delphi employees with AOL account Due to ambigous reporting, AOL miss-invoiced from July 06 through Feb 07, 6 invoices were understated,3 invoices were overstated. (inv#205572,206105;20696,209344,209984,212389 214496,216388,217753) CSR062607RS		-66,096.00
		Total	-66,096.00 USD



Delphi Subsidy Invoicing Adjustments As of 4/18/07

Applicable	Date	Invoice		Amount	Members	Corrected	Member			Æ	Amounts to	Payment
Month	Invoiced Number	Number		Invoiced	Invoiced	Members	Variance	4	Price	þe	be Adjusted	Status
January-06	03/07/06 197900	197900	↔	105,978.00	24,936	24,936	0	ઝ	4.25	s	1	Paid
February-06	03/21/06	33/21/06 198718	↔	104,554.25	24,601	24,601	0	↔	4.25	υ	,	Paid
March-06	04/18/06	200116	↔	103,517.25	24,357	24,357	0	↔	4.25	s	1	Unpaid
April-06	05/24/06	202326	↔	103,173.00	24,276	24,276	0	↔	4.25	υ	,	Paid
May-06	07/24/06	205572	↔	102,123.25	24,029	24,219	190	ઝ	4.25	υ	807.50	Paid
June-06	90/80/80	206105	↔	100,504.00	23,648	23,969	321	<del>()</del>	4.25	s	1,364.25	Paid
July-06	08/23/06	206996	↔	98,778.50	23,242	23,721	479	↔	4.25	υ	2,035.75	Paid
August-06	09/25/06	209344	↔	97,252.75	22,883	23,497	614	↔	4.25	<del>()</del>	2,609.50	Paid
September-06	10/12/06	209987	↔	95,467.75	22,463	23,044	581	ઝ	4.25	υ	2,469.25	Paid
October-06	11/20/06	212389	↔	93,912.25	22,097	22,237	140	↔	4.25	υ	595.00	Paid
November-06	12/21/06	214496	↔	92,909.25	21,861	18,154	(3,707)	↔	4.25	↔	(15,754.75)	Paid
December-06	01/25/07	216388	↔	92,038.00	21,656	16,378	(5,278)	ᡐ	4.25	υ	(22,431.50)	Paid
January-07	02/22/07	217753	S	91,460.00	21,520	12,628	(8,892)	↔	4.25	↔	(37,791.00)	Unpaid
Total Adjustment Amount (Credit Men	nt Amount	Credit Me	(ou							s	(00.960.99)	